

I sold my first ISP because one of the larger ones (an ISP/ILEC/CLEC) told me they would come to my town and eventually put me out of business and my best move would be to sell and go to work for them. I did not work for them long, as their dedication to customer service was not what I had provided. After my "no-compete" ended, the local community asked me to start another business based upon good customer service, so I did. My plan was to sell dialup and resell Sprint's DSL (non-profitable, but the community buys it from us because we service it better than Sprint) become a CLEC (we did, but doors are closing on our CLEC efforts), co-lo DSLAMs to use line-sharing (not an option now) and hopefully reach a revenue level that would allow me to buy a softswitch and become an old-fashioned telco with modern technology. (My father retired from CENTEL after 35 years so I was raised around old-fashioned telephone service.) UNE-P went away, line-sharing went away, and with Sprint's local loop cost in our area being \$38.19 a month, opportunities quickly went away. We have since focused on selling more wireless broadband and hope to trench in fiber with a one block at a time philosophy, but I don't think the FCC realizes how much the small, service-focused ISPs and CLECs are appreciated by Americans.

I spent 21 years in the military and don't care about a handout, but I would like a fair opportunity to compete. As a retail customer I can buy a local line from Sprint with E911, CALEA, directory assistance and SS7 for \$13 a month, but if I want to lease a loop as a CLEC, put E911 on it, CALEA on it, directory assistance and SS7, Sprint charges me \$38.19 a month and tells me and the FCC that is what it costs them to do business. It doesn't take much thought to realize that we are not buying loops and Sprint has no competition in our area and never will under these current TELRIC prices. I'm at a loss, I thought I spent those 21 years in the military to protect us from government supported favoritism.

Now the ILECs want to close their networks altogether and make up fictitious statistics that say they are losing money to allow us to resell DSL. I could create my own network and wholesale DSL at their current pricing and make money, so why can't they? Please come to my town and walk up and down the streets and ask everyone you meet what they think of the ILEC and you will go back to Washington with a totally different perspective. Sprint actually overcharged me by \$12,000 my first year in business and it took me over a year to get the money back. I tell this to some of my customers and I never find a one that doesn't have a horror story of their own.

As DSL resellers, the ILECs have told our organization (FISPA) that our DSL customers stay on the rolls longer than theirs because we service them better than they do. I think that in itself is a true testament of how hard we work and the service we provide. Please bring line-sharing back and you will see DSL flourish.

Please consider these thoughts in your deliberations.

Regards,

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